

## Exchange

## Buy Wholesale At Retail

Salt Meat 7 1-2 Per lb.  
Compound 7 1-2 Per lb.

Everything at Wholesale Price.

## EXCHANGE

109 E. 1st St.

Phone 3644

## THE HAT DRESSER

Mrs. Lawson has moved from 807 S. Bolder to 13 West Brady St. She has just returned from New York with a large stock of goods, Hats of all kinds.

She will be pleased to see all of her friends at her New Store.  
13 W. Brady Tulsa, Okla.

## The Star Cleaning Parlor

Up-to-date sanitary cleaning methods. Ladies' work and alterations a specialty. Let us do your cleaning.

Suits made to your measure. Come in and see our line of stylish made-to-measure clothing. We have every fabric every color, every weave, every pattern and make every style at prices to suit your pocket book. patterns to select from.  
Hats cleaned and blocked.

VISIT US

Phone 81

N. E. PYRTLE, Proprietor

## Notes On Racial Progress

Jas. H. Lowe who is engaged in the general hauling business at Pasadena, was recently given a contract for moving all the rubbish from the streets.

Isaac Fisher the noted Tuskegee writer and essayist has written a moving picture drama entitled "When True Love Wins." The production will be made by colored actors.

The Hamilton Brown Shoe Factory at Columbia, Mo., is said to employ a number of colored people in responsible well paying positions.

J. B. Coleman is the owner and proprietor of a successful steam laundry in Columbia, Mo. He is said to employ fifteen persons.

Anderson & Company, Bankers, of Jacksonville, Florida, recently conducted a "Tag Day" to increase the number of deposits at their bank. The plan was a success and nearly one thousand new accounts were opened. Mr. Chas. H. Anderson, the Cashier is also Treasurer of the National Negro Business League.

Hotel Dale at Cape May, N. J. has enjoyed one of its most successful seasons this year. Mr. Dale the proprietor attributes his success to the widespread advertising in the Negro newspapers.

Jack Johnson and Advertising. A writer in the magazine advertising and selling says: "Some time ago I heard Harry Ford, when he was with the Chalmers Motor Company give an illustration of the difference between advertising and salesman ship. One day Jack Johnson was in Mr. Ford's office and said: 'What is all this stuff you have on the walls here, Mr. Ford?' The answer was advertising." Jack asked then: "What is advertising?" Mr. Ford explained that advertising was for the purpose of selling Chalmers cars.

"But I don't see why you need that when you have so many salesmen."

Mr. Ford's answer was: "There are two things necessary to sell cars and I will explain them in your own language. You have two arms. You use your left hand to feint and to jab the other fellow to get his interest to get him aroused. That is advertising. But you use your strong right arm to deliver the blow that knocks him out. That is salesmanship."

RAILROAD BUILT  
BY FARMERS MAY  
GO TO JUNK PILE

Atlantic & Southern Has Not  
Turned a Wheel Since  
January 1.

IS ONLY 35 MILES LONG

Strikers Once Ran It Till They Got  
Their "Back Pay"—Leslie M.  
Shaw Wanted It Once, But  
Changed His Mind.

Atlantic, Ia.—The last chapter in the spectacular history of the Atlantic & Southern railroad is about to be written; the line is about to be sold for junk. The rails and ties will probably be taken up and carried to Arkansas, and they will be used in building a little railroad in that state. The stations will be sold to anyone who will buy them and the right of way will revert to the farmers along the way who originally donated most of it to the railroad that was to bring competition and a reduction in freight and passenger rates. Not a wheel has been turned on any portion of the road since January 1, and the owners are now negotiating for the sale of the property to W. Harding Davis of St. Louis, a dealer in second-hand railroad materials, for use of the line that is being built in Arkansas.

The Atlantic & Southern was unique among railroads. It is thirty-five miles long and was completed on January 1, 1911, after a spectacular building race for a price of \$50,000, which was to be paid conditional upon the completion of the road upon that date. During the last month of building the work was carried on day and night, electric lights being strung along the line and double shifts, both as to men and horses, employed.

The job was completed with only a few hours to spare and the first train to pass from end to end arrived at the terminal within less than one hour of the last moment possible for it to do so and yet win the prize.

Built by Farmers.  
The little railroad was built in large part by farmers. Not only did the farmers finance the deal, but they performed most of the work. Whenever a farmer had nothing else to do, he hitched up his team, drove over to the line and put in a day's work on the grade. Sometimes he was paid in actual cash; at other times he was given credit on his stock subscription, and at still others he was paid in stock of the road. Much of the right of way was donated by the farmers and some of the cross ties were cut by them and delivered free.

The building of the Atlantic & Southern followed closely upon the completion of the Atlantic & Northern, a road about eighteen miles long, running northward from this town. But whereas the northern road was a success from the beginning, the Southern never paid operating expenses, much less a dividend.

Operated by Strikers.  
At one time there was a strike on the road, the section men and the five trainmen quitting work because they had not been paid. They barricaded the line and for almost a month not a train was operated in either direction. Finally the strikers took possession, ran trains, took the money and paid themselves off and then surrendered the property to the owners.

The little road was expected to prove that a farming community could finance and build its own transportation systems. Every farmer along the right of way took stock and gave donations; towns voted bonds to aid in its construction. Then they got down to work and built the road.

Although only thirty-five miles in length, the road had more directors than the Pennsylvania, New York Central, Union Pacific and a dozen other big systems combined. At one meeting 300 of the directors were on hand—and they were not all there at that time, either.

But the Atlantic & Southern was not without prospects—and big ones, too. The late Edwin Hawley at one time had his eye on the property, and at the time of his death was preparing to purchase it and make it a connecting link between the Minneapolis & St. Louis, Iowa Central, Chicago & Alton, Missouri, Kansas & Texas, Clover Leaf and Chesapeake & Ohio roads. It was his intention to extend the little line southward to Kansas City, northeastward to Des Moines and westward to Omaha.

Leslie M. Shaw Wanted It.  
And after Mr. Hawley's death Leslie M. Shaw, formerly secretary of the treasury, tried to buy the property at receiver's sale. Mr. Shaw deposited \$40,000 when the line was knocked down to him at auction, but failed to come forward with the remainder at the proper time and his deposit was confiscated. He is still fighting in the courts to get his money back.

Two years ago, after passing through receivership, the line was sold at auction and was purchased by the firm which had furnished the cross ties, the bid being the amount still due it. This firm operated the road for eighteen months, lost money every month and finally, on January 1, closed it down entirely.

## Health Baths

Booker T. Washington says the race should strive to keep in better health. The Pratt Bath House is doing its share to restore health to the race, give them a trial. Read what they say:

Dear Friend:

We beg to announce to you the fact that we have opened a Radium Water Bath House at 400 So. Missouri Ave., Claremore, Okla., for the purpose of giving Radium Water Baths and the Treatment to Colored people.

Radium Water is the most powerful water used for bathing purposes. It is an excellent cure for Eczema or any infection of the skin. As a healing power it has no equal. It is used exclusively by MR. AND MRS. E. M. PRATT at the PRATT BATH HOUSE FOR COLORED PEOPLE AT THE ABOVE ADDRESS.

M. and Mrs. Pratt have finished a course in Swedish Massage, which is the best treatment known for Rheumatism, Poor Circulation, Stomach Trouble and Kidney Trouble. They have agreed to share a part of their time and experience for their people who are suffering from the above named complaints.

The treatment consists of Electric and Steam Vapor Sweat, Radium Tub Bath, Swedish Body Massage and Electric Vibrator.

SPECIAL PRICES WILL BE GIVEN FOR A COURSE OF RADIUM WATER BATHS.

RADIUM WATER shipped in any quantities from one gallon to thirty gallons. Write for terms, etc.

Respectfully soliciting your patronage, we are,

Yours very truly,  
THE PRATT BATH HOUSE FOR COLORED PEOPLE.

## Notice! Notice!

Correspondents will please get their news matter to us not later than Wednesday of each week. To do this it will be necessary to mail it at your postoffice every Tuesday evening. Hereafter all news matter arriving later than Wednesday will be cancelled or held over for the following issue. We trust our correspondents will adhere to this rule, as it will not be violated at this office.  
Editor.

Garnard.  
"That character was a great help pointment."  
"I thought he would be."  
"But you gave him a letter of recommendation."  
"Of course. And I advise you to do the same. It's the only way to get him to go peacefully."

\$50.00 PER MONTH, MADE DURING YOUR SPARE TIME. Selling the most famous and best-selling book in the world. This is the chance of a life time for any enterprising person. Be the first one in your community to get this position. Every family needs a "Negro Book" for the benefit of colored people.  
Send a note for reply to inquiry and catalog.  
NATIONAL NEGRO BOOK COMPANY,  
515 Second Ave., N. Nashville, Tenn.

## CLEANING LONG

Franklin's Autobiography Tells How He Promoted the First Contract Job in Philadelphia.

Recently at one of the luncheons of the City Club of Philadelphia there was read an extract from the autobiography of Benjamin Franklin which was said to describe the first instance of street cleaning by contract in Philadelphia. The incident is interesting also, however, as illustrating citizen cooperation in its original simplicity.

"One day," Franklin wrote, "I found a poor industrious man, who was willing to undertake sweeping the pavement clean, by sweeping it twice a week, carrying off the dirt from before all the neighbors' doors, for the sum of six-pence per month, to be paid by each house. I then wrote and printed a paper setting forth the advantages to the neighborhood that might be obtained by this small expense. I sent one of these papers to each house, and in a day or two went around to see who would subscribe an agreement to pay these six pence; it was unanimously signed, and for a time well executed. This raised a general desire to have all the streets paved, and made the people more willing to subscribe to a law for that purpose."—The Survey.

## LAMB QUIT TAKING SNUFF

Threw Box Away on Hampstead Heath, Was Searching for It Next Morning.

Hampstead Heath may yet contain a precious relic of Charles Lamb. "On summer's evening," writes Hone, "I was walking on Hampstead Heath with Charles Lamb, and we had talked ourselves into a philosophic contempt of our slavery to the habit of snuff taking, and with the firm resolution of never again taking a single pinch we drew our snuffboxes away from the sill on which we stood, far among the hedges and brambles below, and went home in triumph; I began to be very miserable, was wretched all night; in the morning I was walking on the same hill; I saw Charles Lamb below, searching among the bushes; he looked up, laughing, and saying: 'What are you come to look for your snuffbox for?'"

"Oh, no," said I, taking a pinch out of a paper in my waistcoat pocket, "I want to be a halfpenny worth to the first shop that was open."—London Chronicle.

## THE TWO "WWs"

Tailoring, Cleaning, Pressing Dyeing And Repairing.

Second Hand Goods Bought, Sold and Exchanged. Work Called For and Delivered. Hats Cleaned and Blocked.

WM. WALKER, PROP.

PARTEE BUILDING

518 EAST ARCHER

Tulsa.

(if)

Okla.

## MONEY

## I HAVE IT

I have the Money to invest in Oil Royalties, No matter how small or how large. Now, I don't want to buy or lease your land, I want to buy Royalties.

If you mean business, Call me { Day Phone 1731  
Night Phone 3852

Don't Call or Write Unless You Mean Business

J. W. RILEY

114 N. Greenwood

Tulsa Okla.

Oscar Tolon

Clinton Tolon

Proprietors.

## The Oklaoma Country Store

Best of Dry Goods, Fancy and Staple Groceries.

We want Your Trade.

Beggs,

Okla.

IF YOU WANT YOUR

## BAGGAGE

On Time, Be Sure to Call

Day Phone 3511. Night Phone 2309.

We are glad to come for it.

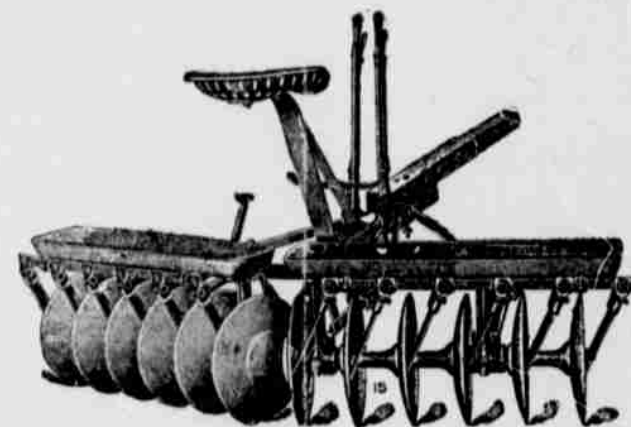
Stand No. 1 S. Boston.

{ Prompt Courteous Treatment to all.

M. J. Lathon, Proprietor.

THE P. & O. CANTON

## Star Disc Harrow



The bearings are fast-proof and are provided with wood bushings. As a result all wear is concentrated upon these wood parts which cost but a trifle and are easily renewed, though it is seldom necessary to do so.

Owing to the facilities for oiling the bearings they won't run dry. You take out the oil plugs which are in the bottom of the weight boxes, the most accessible place to put them, and fill the oil ducts—they hold a lot of oil, too—then forget about them. The feed is just right and the harrow will run easily without more attention for a long time. These oil ducts are simply holes cast in the standards, the lower ends of which form the top sections of the bearings. It is a simple and effective arrangement.

Don't overlook the scrapers—they are one of the fine points on this harrow. A harrow defective in this respect, though perfect in every other, is often useless. Remember this and examine those on the Canton Star. They are made to sweep across the faces of the discs from center to the outer edges, and each blade has a pressure spring to hold it firmly against the disc and yet let it flexibly.

If you prefer, the Canton Star Harrow can be equipped with a Seeder Attachment for Broadcasting or Drilling. It is just as good as the harrow, too.

Star Harrowage is absolutely free

LANGSTON UNIVERSITY.

THE STAR FAVORS the appointment of a board of Regents for Langston, three of whom should be Colored men and two white men, state officials. This would do the school more good than anything else at the present time.

THE STAR is of the opinion that the State Board of Education are all honorable, fair minded, liberal hearted men, who desire to do the best thing possible for this institution, the only one we have in the state, and we also believe they will see the need at this time of putting Colored men on a board of Regents to redeem the reputation of the school, and to better enable them to get the best results.

## READ THE TUSA Star